



**Presentation to the NBC
Financial Management Expo**

**Presented by Katherine Valltos
January 11, 2006**

A New Partnership

- October 2, 2005, GovWorks merged with the Department of the Interior's National Business Center
- The merge creates one Acquisition Line of Business to provide a broader range of services to our Federal clients
- Offices are located in Washington D.C.; Ft. Huachuca, AZ; Denver, CO; and Boise, ID in addition to the main GovWorks office in Herndon, VA

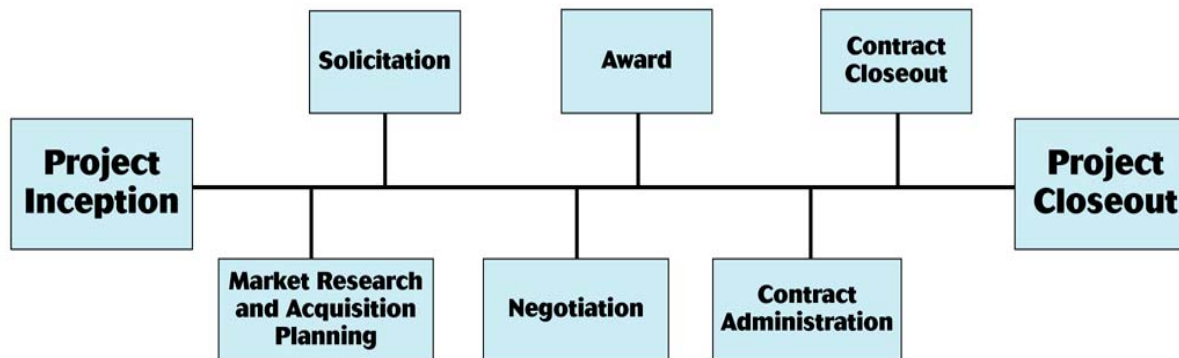


What is GovWorks?

- A Federal Acquisition Center
- Established in 1997 under the Government Management Reform Act
- \$4B combined revenue in FY05
- Operating authorities:
 - Government Management Reform Act (P.L. 103-356)
 - OMB approved Interior Franchise Fund (May 1996)

What is GovWorks?

1. Provide full life-cycle Acquisition Services
2. Government providing innovative solutions for Government
3. A resource for all Federal Agencies
4. A provider of effective and efficient procurement services



Our Goals

We have three primary aims:

- **Ensure a positive value proposition and a quality outcome for the client and for Government**
- **Provide expert guidance to ensure compliance with the FAR**
- **Streamline our practices to help Government work more efficiently**

Our Approach

1. Entrepreneurial mindset
2. Built on a model of Service
3. Center of Excellence for procurement
4. Acquisition Support for all types of requirements
5. Access to (and understanding of) the optimal use of ALL contract vehicles and types

**We bring
traction
to the
procurement
process.**



Our Approach

Our performance is measured:

- Customer Satisfaction – 82% overall satisfaction
- Customer Retention Rate – 75% of original clients
- Improved Billing & Revenue Collection Practices
 - Advance Collections
 - 100% Electronic Funds Collection – IPAC
 - 96% Invoices Paid Without Interest
 - Financial Statement – Independent Audit Approved

“Government should be market-based – we should not be afraid of innovation, competition, and choice.

I will open government to the discipline of competition.”

President George W. Bush

Our Approach

Creating Positive Value for:

- Clients
- Contractors
- Government overall



Value Proposition For Clients

- Federal Government office providing shared services
 - We're government
 - Available to all agencies
 - Experienced, track record
- Dedicated to procurement
 - Experts in making the procurement process work
 - Customer-focused, helping you make the best
 - Informed on all aspects of the FAR

US Air Force
Department of Justice
Federal Trade Commission
Job Corps **FBI**
National Archives
Department of Labor
Coast Guard
Bureau of Printing and Engraving
Department of Energy
US Army
Executive Office
of the President
Bureau of Public Debt
Department of
Veterans Affairs
Federal Bureau of Prisons
Department
of Defense
Federal Law
Enforcement
Training Center
Department
of the Interior

acq



**We support
the Federal
government.**

Value Proposition For Clients

- Proven operating practices:
 - Written agreement with customer for bona fide need
 - Fee covers the estimated cost of the contract provider and our service charge
 - Collected in advance
 - Fee remains available until expended within the IFF

We follow the rules.

Value Proposition For Clients

- Accountability:
 - Monthly Financial Summary
 - Client Tailored
 - Accurate Accounting
 - Contract Awards
 - Dollars Spent
 - Service Charge
 - Funds Available

Gov.Works		Your Agency Name	
381 Elden Street, MS 2500		Major Wiseman	
Herndon, VA 20170-4817		123 Need Help Road	
(703) 787-1500		Anywhere, USA 12345	
(703) 787-1009		Phone Number: (XXX) XXX-XXXX	
		Fax Number: (XXX) XXX-XXXX	
		E-Mail Address: need.help@you.found.it	
Financial Summary			
General Funding Detail			
Total Funding Received	\$1,726,600.00	Total Amount Obligated Less Fees	\$992,000.00
		Total Amount in Fees	\$29,760.00
Total Amount Available:	\$704,840.00	Total Amount Obligated Including Fees	\$1,021,760.00
Contractual Obligations Exclusive of Fee			
Delivery Order: 80000 / XYZ Company	\$172,000.00	Delivery Order: 80016 / ABC Company	\$220,000.00
Delivery Order: 80079 / NBC Company	\$600,000.00	Delivery Order:	\$0.00
Delivery Order:	\$0.00	Delivery Order:	\$0.00
Delivery Order:	\$0.00	Delivery Order:	\$0.00
Total Contractual Obligations:		\$992,000.00	
Funding Documents			
	Total Amount Funded	Amounts Used Per Funding Document	Amounts Remaining Per Funding Document
MIPR-XYZ-123	1,500,000.00	795,160.00	704,840.00
MIPR-XYZ-155	226,600.00	226,600.00	0.00
MIPR-	0.00	0.00	0.00
MIPR-	0.00	0.00	0.00
Totals:		1,021,760.00	704,840.00

Value Proposition For Contractors

- Effective streamlining
 - We make the procurement process work like it's supposed to
 - Understanding of the optimal use of all contract vehicles
 - We get your Federal client the product or service
 - We get you the money
- Prompt and accurate invoice processing, reporting and payment
 - Use of GovPay
 - E-invoicing
 - Online access to billing status



Value Proposition For Government



- GovWorks helps Government work better
 - Government doing more with less
 - Demands on procurement staffs have never been higher
 - Because we compete, we strive to find better ways
 - Cost Per Dollar Awarded – 1.8 cents

Value Proposition For Government

- Small Business award credits returned to the originating agency
- Small Business Goals FY2005
 - *Small Business* 48.9%
 - *8(a)* 12.2%
 - *Small Disadvantaged* 15.0%
 - *Woman Owned* 7.3%
 - *HubZone* 5.0%
 - *Service Disabled Veteran Owned* 3.0%

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